

## Message Text

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PAGE 01 STATE 152812

10

ORIGIN COME-00

INFO OCT-01 EB-05 ISO-00 EUR-06 RSC-01 /013 R

66615

DRAFTED BY COM/BIC/OIM/226/RDORMITZER/MCL

APPROVED BY EB/OCA/REP:LAKLIEFORTH

COM/BIC/OIM/226/CWHITLEY, ACTG. CMM

COM/BIC/OIM/226/WWARNES, ACTG. RMD/WE

COM/OIM/PROGDEV/RCS/CAGENDREAU/216

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R 152252Z JUL 74

FM SECSTATE WASHDC

TO AMEMBASSY PARIS

UNCLAS STATE 152812

FOR COMXAFF/TRADE CENTER

E.O. 11652

TAGS: BEXP, FR

SUBJECT: MARKET RESEARCH, AUTOMOTIVE DIAGNOSTIC AND  
SERVICE EQUIPMENT, FRANCE, DUN AND BRADSTREET (D AND B)

REF: A) PARIS 15550, B) STATE 10210

1. COMMERCE HAS REVIEWED SUPPLEMENTARY INFORMATION  
FURNISHED BY D AND B AND FINDS VARIOUS MAJOR OBJECTIONS  
RAISED IN REF B STILL UNANSWERED.

2. CONTRACTOR HAS FAILED TO PROVIDE REQUESTED TABLE  
OF HISTORICAL DATA FOR 1971 THROUGH 1973 FORMATTED IN  
APPROXIMATE ACCORDANCE WITH CONTRACT SPECIFICATION  
APPENDIX B-2, COVERING PRODUCT CATEGORIES ON PAGE 9  
OF MARKET STUDY. COMMERCE RECOGNIZES DIFFICULTY OF ESTIMATING  
EXPORTS BUT BELIEVES THAT CONTRACTOR SHOULD AT LEAST FURNISH  
ROUGH ESTIMATES TO MEET MINIMAL CONTRACT REQUIREMENTS.

3. USING 1973 DATA FOR PRODUCTION, IMPORTS, EXPORTS,  
AND MARKET SIZE CONTRACTOR SHOULD FURNISH PROJECTION FOR 1977.

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ORIGINALLY THE MARKET RESEARCH HAD STATED THAT THE TOTAL MAR-

KET SIZE FOR 1977 WOULD BE DOLS 40 MILLION, WHEREAS USE OF AVERAGE ANNUAL GROWTH OF 20 PERCENT WOULD INDICATE A MARKET OVER DOLS 52 MILLION.

4. ANSWERS TO SPECIAL POINTS OF INQUIRY 2, 3,4, 8 AND 9 STILL NOT PROVIDED.

5. POST IS REQUESTED RECONTACT D AND B TO OBTAIN COMPLIANCE WITH CONTRACT AND TO AVOID DEFAULT ACTION. KISSINGER

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 JUL 1974  
**Decaption Date:** 01 JAN 1960  
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**Disposition Action:** n/a  
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**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition History:** n/a  
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